

Dear Sir/madam,

I and my wife Indu are Independent Business Owners with Quixtar for the last few years. We were shown this business opportunity by my friend Raju who was a colleague at my job. When he showed us the opportunity, we were looking for ways to create extra income without affecting our current job and I made a decision the next day to join the business. The most important thing we liked was the help & support of a team in building the business. Currently we have reached the level of Silver IBO (i.e 7500 PV on the Bonus scale). We are on course to become Platinums (Maintain 7500 PV for 6 months in a Fiscal year) this fiscal year. **This would enable us to achieve our first goal of substituting my wife's income through this opportunity, so as to give her a choice to stay home to take care of our children.**

The current proposal by FTC on the "Trade Regulation Rule on Business Opportunities" even though has the right intentions would affect Independent Business Owners like us and also prospects who are serious to start their own business. They are

- 1> **The proposal for the prospects to wait 7 days actually does not serve the decision making process as it is not the days that determine the decision but the information required for the decision to be taken to get started in the business.** If this rule had been there, we would not have got started in the business as I asked my friend to get us started the very NEXT DAY after seeing the plan after carefully reviewing all the relevant information. Also there is a 6 months money back guarantee for the Starter Kit that a new IBO gets. SO this does give anyone an opportunity to return or cancel their IBO and get their money back within six months
- 2> When we saw this opportunity, we were invited to attend a formal business presentation where we met a lot of IBO's building this business from different professional background. This gave us the confidence after meeting them that, if they could do it so can we. But if we were to give 10 referrals, we would actually be affecting the personal/professional lives of the IBO's who we are referring.(Imagine if before buying groceries the store is asked to give 10 references of people who had bought groceries from that store!!!!).**Also a new IBO would NOT be able to give references as they personally know only the referral IBO and their mentor. Thus the proposal for 10 referrals does not serve its purpose, as we do introduce prospective business owners to meet the team and talk to them before they get started.**
- 3> The "Litigation List" proposal has the right intentions of helping the prospective business owner, but actually hampers the entire decision making process. This is because, lets say I am buying a car from a car dealer, the dealer does not actually provide all the litigations and cases filed against them, against the car manufacturer and the service department. **Similarly the litigation list is not really accurate as there are lot of cases that have no merit. Instead a check on the Better Business Bureau and the FTC information would serve**

the purpose. In fact before joining I did check with these two sources for the above given details.

- 4> **The proposal to "specific earnings disclosure" is already being given, as before joining the business we were and we do give a brochure SA4400 that is FTC approved income potential document and the average amount made by IBO's joining the business.** (Eg:- My profession is IT Engineer and when I joined my current employer I was given the amount that I will make. I definitely was not given the specific income details of everyone in the company and the income of my manager or interviewer, as this information was irrelevant for in my decision to start the job). Similarly any additional information is irrelevant.
- 5> The proposal to give personal income information to prospective business owners is inappropriate and irrelevant because of the following –
- Does not reflect the amount of time & effort put in by the individual. This could vary depending on the prospective business owner and their background.
 - Since the prospective business owner could potentially make more income than the referral IBO, does not truly reflect the income potential.
 - **By divulging detailed personal financial information to all the prospective business owners, could potentially breach Personal Privacy Information and hence our security.**

I would appreciate if FTC would take the affect of these proposals as given above to business owners like me and also to the prospective business owners and hence NOT implement the new "Trade Regulation Rule on Business Opportunities."

Yours truly,

Bala & Indu Mahadevan

(Independent Business Owners Powered by Quixtar)